

MORTGAGE BANKER INDEX OF ARTICLES FOR 1979

This index contains three types of entries: author—entries beginning with an individual's last name; title—italicized entries; and subject—title entries grouped under subject (all cap) headings. In all cases, the month of the issue and then the page number on which the article begins are listed. For back copies of issues, send \$2.50 each to P.O. Box 37236, Washington, D.C. 20013. For information on reprints of individual articles, write Circulation, MBA, 1125 15th Street, NW, Washington, D.C. 20005.

A

ALTERNATIVE MORTGAGE INSTRUMENTS

- GNMA-GPM Security. The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- Tax Aspects of Graduated Payment Mortgages*, The (Davis), Feb., 40
- Assessment of the Valuation Process, An: Is It a Necessity?*, Mar., 75

B

- Baby Boom II* (Schell), Aug., 46
- Bagley, James E., Apr., 20
- Baker, J. William & Donald Gianone, Nov., 37
- Ballard, Claude M., M.A.I. & Brian J. Strum, Mar., 32

BANKRUPTCY

- Bankruptcy Reform Act Restores Protection to Real Estate-Secured Lenders* (Cumberland & Griffith), Jan., 34
- Surviving Until the New Bankruptcy Act Takes Effect*, Jan., 24
- Bankruptcy Reform Act Restores Protection to Real Estate-Secured Lenders* (Cumberland & Griffith), Jan., 34
- Bell, Roger, Aug., 17
- Bigelow, George H., Nov., 13
- Blocher, Mark, Jan., 40
- Boylan, Christine L., May, 40; Oct., 78
- Brown, Floy A., July, 8
- Brownstein, Philip N., Apr., 46

C

- Cleary, John, Sept., 23
- Commercial Construction Activity: Predicted to Outpace Housing Starts in 1979* (Nicholson), Jan., 11
- Commercial Paper: An Alternative Source of Short-term Funds for Mortgage Bankers* (Murphy), May, 44
- Commercial Revitalization: A Key to Neighborhood and Downtown Redevelopment*, June, 51
- Computer Output Microfiche (COM) Can Help Reduce Frustrations* (Day), June, 57

COMPUTERS

- Computer Output Microfiche (COM) Can Help Reduce Frustrations* (Day), June, 57
- Data Processing Perspective for Mortgage Bankers* (Donnell), Apr., 13
- Forecast of Future Trends in the Computer Industry*, A (Bagley), Apr., 20

Mortgage Firms are Now Able to Streamline Bank Operation (Wilson), Apr., 22

Mortgage Management Systems: Computer Company's Sole Specialty (Srinivasa), Apr., 25

Turnkey System, The: A Viable Data Processing Approach (Smith), Feb., 57

Conducting a Professional Interview is a Time Investment (Schreiber), Oct., 71

Construction Lending Documentation: The Need for Standardization (Holland, Jr. & Gillett), Oct., 83

Consumer Financing of Mobile Homes (Leichey), Mar., 62

Corporate Audit Committee, The: Its Emerging Role (Hammond & Trautman), Apr., 54

Cleary, John, Sept., 23

Connolly, James J. & Michael Waldman, Sept., 44

Crow, Lon Worth, Jr., Feb., 27

Cumberland, William E. & Christopher G. Griffith, Jan., 34

D

- Davis, Robert C., Feb., 40
- Data Processing Perspective for Mortgage Bankers* (Donnell), Apr., 13
- Day, Diana, June, 57
- Day, Sam R., Frank Poole, III, & Lawrence J. Trautman, Feb., 5
- Delivering Production into the Board of Trade* (Cleary), Sept., 23
- Developing a Suburban Office Building* (Gauldin), Nov., 43
- Donnell, Lynn R., Apr., 13
- Dream and Reality of Swedish Rent Control, The* (Rydenfelt), Mar., 53
- Dyke, Thomas P., July, 44

E

- Eggbeer, William, Jan., 20; May, 7
- Employee Performance Evaluation: Important Tool for Mortgage Bankers* (McKnight), May, 55
- Eisenbach, William L., Mar., 27

ENERGY AND ENVIRONMENT

- Energy Problem of Tomorrow is Here for Real Estate Investors Today, The* (Hyson), July, 57
- Skyrocketing Fuel Costs . . . Wasteful Energy Consumption Demand Careful, Efficient Conservation Efforts* (Wantuck), June, 47
- Energy Problem of Tomorrow is Here for Real Estate Investors Today, The* (Hyson), July, 57
- Equities: An Alternative to the First Mortgage* (Baker & Gianone), Nov., 37
- Etter, Wayne E. & Donald R. Fraser, Aug., 27

F

- Farmers Home Administration Can Be a Productive Agency for Mortgage Bankers* (Boylan), May, 40
- Federal Housing Administration: An Ever-Growing Force; An Ever-Growing Necessity* (Brownstein), Apr., 46

FEDERAL GOVERNMENT AGENCIES

- Farmers Home Administration Can Be a Productive Agency for Mortgage Bankers* (Boylan), May, 40
- Federal Housing Administration: An Ever-Growing Force; An Ever-Growing Necessity* (Brownstein), Apr., 46

FNMA

- FNMA Inaugurates Three New Urban Programs Geared Toward Rehabilitation and New Construction* (Heath), May, 15

How to Deal Successfully with FNMA and FHLMC (Dyke), July, 44

FNMA Inaugurates Three New Urban Programs Geared Toward Rehabilitation and New Construction (Heath), May, 15

Forecast of Future Trends in the Computer Industry, A (Bagley), Apr., 20

Fromhold, Fred B., Dec., 44

Future of ACE: GNMA Options, A (Patti), Sept., 61

G

GNMA

- Delivering Production into the Board of Trade* (Cleary), Sept., 23
- Future of ACE: GNMA Options*, A (Patti), Sept., 61
- GNMA and the Role of the Mortgage Banker* (Lasko), Sept., 7
- GNMA Collateralized Tax-Exempt Financing for Low-income Housing* (Lore), Sept., 49
- GNMA-GPM Security, The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- GNMA Issuer Requirements at a Glance* (Steinmetz), Sept., 31
- GNMA Mobile Home Pools* (Ganis), Sept., 27
- Mortgage Bankers and the GNMA Futures Market* (Etter & Fraser), Aug., 27
- Mortgage Banker Marketing Study of GNMA Futures* (Raleigh), Sept., 55
- "True Yield" of a Pass-through Security, The* (Senfit), Sept., 15
- GNMA and the Role of the Mortgage Banker* (Lasko), Sept., 7
- GNMA Collateralized Tax-Exempt Financing for Low-income Housing* (Lore), Sept., 49
- GNMA-GPM Security, The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- GNMA Issuer Requirements at a Glance* (Steinmetz), Sept., 31
- GNMA Mobile Home Pools* (Ganis), Sept., 27
- Gatty, Bob, Oct., 91
- Gauldin, Thomas A., Nov., 43
- Giglio, Frank E. & Thomas D. Wood, Nov., 23

H

- Hammond, James H. & Lawrence J. Trautman, Apr., 54
- Happy 40th, Mortgage Banker*, Oct., 13
- Harter, Dr. Thomas R., Jan., 7
- Heath, Annabelle, May, 15
- Herron, Paul, Mar., 50
- Hiring a Consultant Can Be More Expedient, Less Costly for Mortgage Banking Firms* (Miller), May, 51
- Holland, Edward J. Jr. & Victor Gillett, Oct., 83
- Housing Industry's Giant Inroads Into Credit Market May Be in Peril, States Industry Expert* (Hunter), June, 17
- Housing Prices Will Continue to Soar if Supply Fails to Meet Demand* (Riedy), Mar., 4
- How to Better Understand the Enigma of the Wrap-around Mortgage*, July, 62
- How to Deal Successfully with FNMA and FHLMC* (Dyke), July, 44
- Howard, Bonnie, Nov., 34
- HUD's Mortgage Review Board* (Lore), Apr., 32
- HUD's Mortgage Review Board: A Description of Responsibilities, Procedures Part II* (Lore), June, 25
- Hunter, Oakley, June, 17
- Hyson, John L., July, 57

MORTGAGE BANKER INDEX OF ARTICLES FOR 1979

This index contains three types of entries: author—entries beginning with an individual's last name; title—italicized entries; and subject—title entries grouped under subject (all cap) headings. In all cases, the month of the issue and then the page number on which the article begins are listed. For back copies of issues, send \$2.50 each to P.O. Box 37236, Washington, D.C. 20013. For information on reprints of individual articles, write Circulation, MBA, 1125 15th Street, NW, Washington, D.C. 20005.

A

ALTERNATIVE MORTGAGE INSTRUMENTS

- GNMA-GPM Security. The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- Tax Aspects of Graduated Payment Mortgages*, The (Davis), Feb., 40
- Assessment of the Valuation Process, An: Is It a Necessity?*, Mar., 75

B

- Baby Boom II* (Schell), Aug., 46
- Bagley, James E., Apr., 20
- Baker, J. William & Donald Gianone, Nov., 37
- Ballard, Claude M., M.A.I. & Brian J. Strum, Mar., 32

BANKRUPTCY

- Bankruptcy Reform Act Restores Protection to Real Estate-Secured Lenders* (Cumberland & Griffith), Jan., 34
- Surviving Until the New Bankruptcy Act Takes Effect*, Jan., 24
- Bankruptcy Reform Act Restores Protection to Real Estate-Secured Lenders* (Cumberland & Griffith), Jan., 34
- Bell, Roger, Aug., 17
- Bigelow, George H., Nov., 13
- Blocher, Mark, Jan., 40
- Boylan, Christine L., May, 40; Oct., 78
- Brown, Floy A., July, 8
- Brownstein, Philip N., Apr., 46

C

- Cleary, John, Sept., 23
- Commercial Construction Activity: Predicted to Outpace Housing Starts in 1979* (Nicholson), Jan., 11
- Commercial Paper: An Alternative Source of Short-term Funds for Mortgage Bankers* (Murphy), May, 44
- Commercial Revitalization: A Key to Neighborhood and Downtown Redevelopment*, June, 51
- Computer Output Microfiche (COM) Can Help Reduce Frustrations* (Day), June, 57

COMPUTERS

- Computer Output Microfiche (COM) Can Help Reduce Frustrations* (Day), June, 57
- Data Processing Perspective for Mortgage Bankers* (Donnell), Apr., 13
- Forecast of Future Trends in the Computer Industry*, A (Bagley), Apr., 20

- Mortgage Firms are Now Able to Streamline Bank Operation* (Wilson), Apr., 22
- Mortgage Management Systems: Computer Company's Sole Specialty* (Srinivasa), Apr., 25
- Turnkey System, The: A Viable Data Processing Approach* (Smith), Feb., 57
- Conducting a Professional Interview is a Time Investment* (Schreiber), Oct., 71
- Construction Lending Documentation: The Need for Standardization* (Holland, Jr. & Gillett), Oct., 83
- Consumer Financing of Mobile Homes* (Leichey), Mar., 62
- Corporate Audit Committee, The: Its Emerging Role* (Hammond & Trautman), Apr., 54
- Cleary, John, Sept., 23
- Connolly, James J. & Michael Waldman, Sept., 44
- Crow, Lon Worth, Jr., Feb., 27
- Cumberland, William E. & Christopher G. Griffith, Jan., 34

D

- Davis, Robert C., Feb., 40
- Data Processing Perspective for Mortgage Bankers* (Donnell), Apr., 13
- Day, Diana, June, 57
- Day, Sam R., Frank Poole, III, & Lawrence J. Trautman, Feb., 5
- Delivering Production into the Board of Trade* (Cleary), Sept., 23
- Developing a Suburban Office Building* (Gauldin), Nov., 43
- Donnell, Lynn R., Apr., 13
- Dream and Reality of Swedish Rent Control, The* (Rydenfelt), Mar., 53
- Dyke, Thomas P., July, 44

E

- Eggbeer, William, Jan., 20; May, 7
- Employee Performance Evaluation: Important Tool for Mortgage Bankers* (McKnight), May, 55
- Eisenbach, William L., Mar., 27
- ENERGY AND ENVIRONMENT**
- Energy Problem of Tomorrow is Here for Real Estate Investors Today, The* (Hyson), July, 57
- Skyrocketing Fuel Costs . . . Wasteful Energy Consumption Demand Careful, Efficient Conservation Efforts* (Wantuck), June, 47
- Energy Problem of Tomorrow is Here for Real Estate Investors Today, The* (Hyson), July, 57
- Equities: An Alternative to the First Mortgage* (Baker & Gianone), Nov., 37
- Etter, Wayne E. & Donald R. Fraser, Aug., 27

F

- Farmers Home Administration Can Be a Productive Agency for Mortgage Bankers* (Boylan), May, 40
- Federal Housing Administration: An Ever-Growing Force; An Ever-Growing Necessity* (Brownstein), Apr., 46
- FEDERAL GOVERNMENT AGENCIES**
- Farmers Home Administration Can Be a Productive Agency for Mortgage Bankers* (Boylan), May, 40
- Federal Housing Administration: An Ever-Growing Force; An Ever-Growing Necessity* (Brownstein), Apr., 46

FNMA

- FNMA Inaugurates Three New Urban Programs Geared Toward Rehabilitation and New Construction* (Heath), May, 15

- How to Deal Successfully with FNMA and FHLMC* (Dyke), July, 44
- FNMA Inaugurates Three New Urban Programs Geared Toward Rehabilitation and New Construction* (Heath), May, 15
- Forecast of Future Trends in the Computer Industry*, A (Bagley), Apr., 20
- Fromhold, Fred B., Dec., 44
- Future of ACE: GNMA Options*, A (Patti), Sept., 61

G

GNMA

- Delivering Production into the Board of Trade* (Cleary), Sept., 23
- Future of ACE: GNMA Options*, A (Patti), Sept., 61
- GNMA and the Role of the Mortgage Banker* (Lasko), Sept., 7
- GNMA Collateralized Tax-Exempt Financing for Low-income Housing* (Lore), Sept., 49
- GNMA-GPM Security, The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- GNMA Issuer Requirements at a Glance* (Steinmetz), Sept., 31
- GNMA Mobile Home Pools* (Ganis), Sept., 27
- Mortgage Bankers and the GNMA Futures Market* (Etter & Fraser), Aug., 27
- Mortgage Banker Marketing Study of GNMA Futures* (Raleigh), Sept., 55
- "True Yield" of a Pass-through Security, The* (Senfit), Sept., 15
- GNMA and the Role of the Mortgage Banker* (Lasko), Sept., 7
- GNMA Collateralized Tax-Exempt Financing for Low-income Housing* (Lore), Sept., 49
- GNMA-GPM Security, The—Its Yield and Trading Characteristics* (Connolly & Waldman), Sept., 44
- GNMA Introduces—New Graduated Payment Mortgage* (Qutb), July, 53
- GNMA Issuer Requirements at a Glance* (Steinmetz), Sept., 31
- GNMA Mobile Home Pools* (Ganis), Sept., 27
- Gatty, Bob, Oct., 91
- Gauldin, Thomas A., Nov., 43
- Giglio, Frank E. & Thomas D. Wood, Nov., 23

H

- Hammond, James H. & Lawrence J. Trautman, Apr., 54
- Happy 40th, Mortgage Banker*, Oct., 13
- Harter, Dr. Thomas R., Jan., 7
- Heath, Annabelle, May, 15
- Herron, Paul, Mar., 50
- Hiring a Consultant Can Be More Expedient, Less Costly for Mortgage Banking Firms* (Miller), May, 51
- Holland, Edward J. Jr. & Victor Gillett, Oct., 83
- Housing Industry's Giant Inroads Into Credit Market May Be in Peril, States Industry Expert* (Hunter), June, 17
- Housing Prices Will Continue to Soar if Supply Fails to Meet Demand* (Riedy), Mar., 4
- How to Better Understand the Enigma of the Wrap-around Mortgage*, July, 62
- How to Deal Successfully with FNMA and FHLMC* (Dyke), July, 44
- Howard, Bonnie, Nov., 34
- HUD's Mortgage Review Board* (Lore), Apr., 32
- HUD's Mortgage Review Board: A Description of Responsibilities, Procedures Part II* (Lore), June, 25
- Hunter, Oakley, June, 17
- Hyson, John L., July, 57

INCOME PROPERTY LENDING

- Developing a Suburban Office Building* (Gauldin), Nov., 43
- Equities: An Alternative to the First Mortgage* (Baker & Gianone), Nov., 37
- Hotels and Motels: New Vigor, New Opportunities . . . A Conference Report*, Oct., 63
- Income Property Servicing* (Giglio & Wood), Nov., 23
- Income Property Projections Appear Favorable for 1979*, Mar., 10
- Joint Ventures: A Conference Report* (Howard), Nov., 34
- Life Insurance Companies—Long or Short Term Lenders?* (Steinman), Nov., 8
- Multifamily: Good Growth Prospects, Along with Plenty of Hassles . . . A Conference Report*, Nov., 53
- New Rental Apartments Can Be a Good Investment* (Eggbeer), May, 7
- Pension Funds in Real Estate Offer Professionals New Opportunities and Challenges* (Ballard & Strum), Mar., 32
- Real Estate Investment and the Mortgage Banker*, Dec., 31
- Income Property Projections Appear Favorable for 1979*, Mar., 10
- Income Property Servicing* (Giglio & Wood), Nov., 23
- Industry Needs Clear Statement of Policy Covering Leaseholds* (Manuele), Aug., 41

INDUSTRY TRENDS AND FORECASTS

- Baby Boom II* (Schell), Aug., 46
- Commercial Construction Activity: Predicted to Outpace Housing Starts in 1979* (Nicholson), Jan., 11
- Commercial Paper: An Alternative Source of Short-term Funds for Mortgage Bankers* (Murphy), May, 44
- Forecast of Future Trends in the Computer Industry*, A (Bagley), Apr., 20
- Housing Industry's Giant Inroads into Credit Market May Be in Peril, States Industry Expert* (Hunter), June, 17
- Housing Prices Will Continue to Soar if Supply Fails to Meet Demand* (Riedy), Mar., 4
- Income Property Projections Appear Favorable for 1979*, Mar., 10
- Industry Needs Clear Statement of Policy Covering Leaseholds* (Manuele), Aug., 41
- Mortgage Industry Aided by Congressional Activity* (Wood), Jan., 19
- Mortgage Market Exploding: New Methods of Operation, Flexibility Needed* (Pope), Apr., 5
- Profitability Will Be Mediocre in '79 Despite Sales Activity* (Harter), Jan., 7
- "Quality" Features Drive Up Housing Prices, Surveys Indicate* (Randazzo), Mar., 66
- Rating of Collateral Trust Notes and the Mortgage Banker*, The, Feb., 20
- Tax-exempt Housing Bonds: The MBA Stance* (Pope), July, 22

INTERNAL MANAGEMENT

- Conducting a Professional Interview is a Time Investment* (Schreiber), Oct., 71
- Construction Lending Documentation: Need for Standardization*, The (Holland, Jr., & Gillett), Oct., 83
- Corporate Audit Committee, The: Its Emerging Role* (Hammond & Trautman), Apr., 54
- Employee Performance Evaluation: Important Tool for Mortgage Bankers* (McKnight), May, 55
- Hiring a Consultant Can Be More Expedient, Less Costly for Mortgage Banking Firms* (Miller), May, 51
- Inverted View of Clerical Cost Reduction*, An (Wilson & Powers), Jan., 43
- Managing Stress . . . A Challenge for American Business* (Pelligrino), July, 12

- Mortgage Banking Procedures: Put them in Writing* (Miller), Oct., 41
- Strategic Planning: A Gameplan for Mortgage Bankers* (Day, Poole, & Trautman), Feb., 5
- Stress . . . How to Manage It* (Pelligrino), Aug., 7
- Uniform Single Audit Program: Less Costly, More Efficient Way to Audit* (Rudd), Mar., 19
- Whys and Hows of Record Retention*, The (Klein & Watson), Apr., 63
- Interview with Senator Harrison Williams, Jr.*, An, Dec., 24
- Inverted View of Clerical Cost Reduction*, An (Wilson & Powers), Jan., 43

J

- Joint Ventures: A Conference Report* (Howard), Nov., 34

JUNIOR LIEN FINANCING

- How to Better Understand the Figures of the Wrap-around Mortgage*, July, 62
- Wrap-around Mortgages: An Update* (Bigelow), Nov., 13

K

- Klein, Walter C. & Beverly A. Watson, Apr., 63

L

- Lasko, Warren, Sept., 7
- Legal Perspective of "Due-on-Sale" Loans*, A (Sanders), Oct., 29

LEGISLATION AND THE COURTS

- Bankruptcy Reform Act Restores Protection to Real Estate-Secured Lenders* (Cumberland & Griffith), Jan., 34
- Legal Perspective of "Due-on-Sale" Loans*, A (Sanders), Oct., 29
- Mortgage Industry Aided by Congressional Activity* (Wood), Jan., 19
- New Uniform Laws Are Proposed That Will Affect Real Estate Transactions* (Lynch), Aug., 18
- Surviving Until the New Bankruptcy Act Takes Effect*, Jan., 24
- Usury: Then, Now, Tomorrow. Is Resolution Possible?* (Crow), Feb., 27
- Leichey, David, Mar., 62
- Life Insurance Companies—Long or Short-Term Lenders?* (Steinman), Nov., 8

- Lore, Kenneth G., Apr., 32; Sept., 49
- Lynch, James D., Aug., 18

M

- Managing Stress . . . A Challenge for American Business* (Pelligrino), July, 12
- Manuele, Robert L., Aug., 41

MBA ACTIVITIES

- Happy 40th, Mortgage Banker*, Oct., 13
- MBA Chicago*, Oct., 8
- MBA Convention Reports: A Wrap-up* (Wantuck), Feb., 44
- MBA Welcomes New CMBs*, Dec., 46
- Welcome to New MBA Staff Members*, A, Oct., 22
- MBA Chicago*, Oct., 8
- MBA Convention Reports: A Wrap-up* (Wantuck), Feb., 44
- MBA Welcomes New CMBs*, Dec., 46
- Miller, Thomas C., Oct., 41

MISCELLANEOUS

- Assessment of the Valuation Process*, An: Is It a Necessity?, Mar., 75
- Construction Lending Documentation: The Need for Standardization* (Holland & Gillett), Oct., 83
- Dream and Reality of Swedish Rent Control*, The (Rydenfelt), Mar., 53
- Mutual of Omaha Goes Underground* (Enenbach), Mar., 27
- Nationwide Title Service* (Fromhold), Dec., 44
- Professional Property Managers Can Prove Advantageous to Mortgage Bankers*, Mar., 39
- REITs Show Signs of Recovery. Real Estate Stocks Gain on Market* (Nicholson), June, 20
- Tax Advantages Create New Incentives for Rehabilitating Old Structures* (Brown), July, 8
- Uncertain Value of Servicing, The: A Study in Paradox* (Starke), June, 13
- Title Insurance* (Bell), Aug., 17

MOBILE HOMES

- Consumer Financing of Mobile Homes* (Leichey), Mar., 62
- GNMA Mobile Home Pools* (Janis), Sept., 27
- Mobile Homes Take on a New Look in Texas* (Boylan), Oct., 78
- Mobile Homes Take on a New Look in Texas* (Boylan), Oct., 78

Lane,
Noland,
Smith & Co., Inc.

Mortgage Bankers

2977 UNITED STATES STEEL BUILDING • 600 GRANT STREET
PITTSBURGH, PENNSYLVANIA 15219 • (412) 391-3366

Courses in Mortgage Banking 1980

The School of Mortgage Banking is now accepting applications for courses in 1980.

The School offers a series of three courses that lead to the diploma awarded by the School of Mortgage Banking... a diploma highly prized by all members of the lending community. Each of the three courses includes one week of classroom instruction conducted by prominent professionals from the mortgage lending industry, as well as other specialists in the field of real estate. Each of the first two courses will be followed by a series of home-study correspondence assignments that will enable the student to demonstrate a working knowledge of the business.

May 4-10, 1980
University of Maryland
College Park, Maryland

Course I offers the student the opportunity to become familiar with all of the functions of a mortgage banking firm, and to apply the basic tools used by mortgage lenders.

Featured Topics Include:

- Real Estate Transaction Terminology
- Real Estate Law
- FNMA and FNMA Auction
- Concepts of Residential Underwriting
- Marketing and Warehousing of Residential Loans
- Basic Economics and Mortgage Banking

February 17-23, 1980
University of Houston
Houston, Texas

August 10-16, 1980
Stanford University
Palo Alto, California

Course II features operations of the mortgage banker in the secondary market, the use of hedging, and income property underwriting, and the development of skills in these areas.

June 15-20, 1980
Northwestern University
Evanston, Illinois

Course III, as the final course, attempts to prepare the student to take on greater managerial responsibility in the firm, including how to run the firm, how to analyze profits, and how to take advantage of unconventional lending opportunities.



Mortgage Bankers Association of America
Education Department
1125 Fifteenth Street, N.W.
Washington, D.C. 20005

To receive more information please return this coupon.

☐ member of MBA ☐ non-member of MBA

Name _____

Address _____

City, State, Zip _____



- Mortgage Banker Marketing Study of GNMA Futures* (Raleigh), Sept., 55
Mortgage Bankers and the GNMA Futures Market (Etter & Fraser), Aug., 27
Mortgage Bankers Should Be Aware of Signals from RESPA (Porter), Aug., 38
Mortgage Banking Procedures: Put Them in Writing (Miller), Oct., 41
Mortgage Firms are Now Able to Streamline Bank Operation (Wilson), Apr., 22
Mortgage Industry Aided by Congressional Activity (Wood), Jan., 19
Mortgage Management Systems: Computer Company's Sole Specialty (Srinivasa), Apr., 25
Mortgage Market Exploding: New Methods of Operation, Flexibility Needed (Pope), Apr., 5
Multifamily: Good Growth Prospects, Along with Plenty of Hassles... A Conference Report, Nov., 53
Murphy, Andrew F., May, 44
Mutual of Omaha Goes Underground (Ennenbach), Mar., 27

Mc

McKnight, William P., May, 55

N

- Nationwide Title Service* (Fromhold), Dec., 44
New Rental Apartments Can Be a Good Investment (Eggbeer), May, 7
New Uniform Laws are Proposed that Will Affect Real Estate Transactions (Lynch), Aug., 18
Nicholson, Sy, Jan., 11; June, 20

P

- Patti, Alfred J., Sept., 61
Pelligrino, John F., July, 12; Aug., 7
Pension Funds in Real Estate Offer Professionals New Opportunities and Challenges (Ballard & Strum), Mar., 32
Philip R. Brinkerhoff: A Mover of Money to Aid the Nation's Housing (Herron), Mar., 50
Pope, Claude, Apr., 5; July, 22
Porter, David R., Aug., 38
Professional Property Managers Can Prove Advantageous to Mortgage Bankers, Mar., 39

PROFILES

- Gordon Cavanaugh, FmHA Administrator (Gatty), Oct., 91
Interview With Senator Harrison Williams, Jr., An, Dec., 24
Oakley Hunter: Dedicated to the Vision of Decent Housing for All (Eggbeer), Jan., 20
Patricia Roberts Harris (Wantuck), June, 10
Philip R. Brinkerhoff: A Mover of Money to Aid the Nation's Housing (Herron), Mar., 50
Robert G. Boucher, MBA President, Dec., 8
Secretary of HUD Moon Landrieu: Thoughts on Taking Office, Dec., 29
Secretary of Treasury G. William Miller: A Comprehensive Strategy, A Continuous War, Dec., 12

PROFILE: Gordon Cavanaugh, FmHA Administrator (Gatty), Oct., 91

PROFILE: Patricia Roberts Harris (Wantuck), June, 10

PROFILE: Oakley Hunter: Dedicated to the Vision of Decent Housing for All (Eggbeer), Jan., 20
Profitability Will Be Mediocre in '79 Despite Sales Activity (Harter), Jan., 7

Q

- "Quality" Features Drive up Housing Prices, Surveys Indicate* (Randazzo), Mar., 66
Qutb, Betsy, July, 53

- Raleigh, R. H., Sept., 55
Randazzo, Catherine C., Mar., 66
Rating of Collateral Trust Notes and the Mortgage Banker, The, Feb., 20
Real Estate Investment and the Mortgage Banker, Dec., 31
REITs Show Signs of Recovery. Real Estate Stocks Gain on Market (Nicholson), June, 20
Rent Control: No Easy Solution Seen, July, 48
Rental Housing: An Endangered Species? (Weaver), Feb., 52
- RENTAL PROPERTY**
- New Rental Apartments Can Be a Good Investment (Eggbeer), May, 7
Rent Control: No Easy Solution Seen, July, 48
Rental Housing: An Endangered Species? (Weaver), Feb., 52

- Mortgage Bankers Should Be Aware of Signals from RESPA* (Porter), Aug., 38
RESPA and the Concept of "Lender-Pay" (Warner), May, 28
RESPA and the Concept of "Lender-Pay" (Warner), May, 28
 Riedy, Dr. Mark J., Mar., 4
 Robert G. Boucher, MBA President, Dec., 8
 Rudd, Ronnie, Mar., 19
 Rydenfelt, Dr. Sven, Mar., 53

- Sanders, Barrett, Oct., 29
Schell, Schuyler, Aug., 46
Schreiber, Oct., 71
Secretary of HUD Moon Landrieu: Thoughts on Taking Office, Dec., 29
Secretary of Treasury G. William Miller: A Comprehensive Strategy, A Continuous War, Dec., 12
Senfit, Dexter E., Sept., 15
Skyrocketing Fuel Costs . . . Wasteful Energy Consumption Demand Careful, Efficient Conservation Efforts (Wantuck), June, 47
Smith, William, Feb., 57
Srinivasa, Krishna V., Apr., 25
Stango, Janice, May, 20
Starke, John, June, 13
Steinman, David W., Nov., 8
Steinmetz, Jane B., Sept., 31
Strategic Planning: A Gameplan for Mortgage Bankers (Day, Poole, & Trautman), Feb., 5
Stress . . . How to Manage It (Pellegrino), Aug., 7
Surviving Until the New Bankruptcy Act Takes Effect, Jan., 24

- Tax Advantages Create New Incentives for Rehabilitating Old Structures** (Brown), July, 8
- Tax Aspects of Graduated Payment Mortgages.** The (Davis), Feb., 40
- TAX-EXEMPT FINANCING**
- GNMA Collateralized Tax-Exempt Financing for Low-income Housing** (Lore), Sept., 49
- Tax-exempt Financing for Section 8 Projects** (Blocher), Jan., 40
- Tax-exempt Housing Bonds: The MBA Stance** (Pope), July, 22
- Tax-exempt Financing for Section 8 Projects** (Blocher), Jan., 40
- Tax-exempt Housing Bonds: The MBA Stance** (Pope), July, 22
- Title Insurance** (Bell), Aug., 17
- Turnkey System, The: A Viable Data Processing Approach** (Smith), Feb., 57

"True Yield" of a Pass-through Security, The (Sentin), Sept., 15

- Commercial Revitalization: A Key to Neighborhood and Downtown Redevelopment*, June, 51
- Urban Revitalization Looms as a Bright Business Opportunity for Mortgage Bankers* (Stango), May, 20
- Uncertain Value of Servicing, The: A Study in Paradox* (Starke), June, 13
- Urban Revitalization Looms as a Bright Business Opportunity for Mortgage Bankers* (Stango), May, 20
- Uniform Single Audit Program: Less Costly, More Efficient Way to Audit* (Rudd), Mar., 19

Usury: Then, Now, Tomorrow. Is Resolution Possible? (Crow). Feb., 27

- Wantuck, Mary Margaret, Feb., 44; June, 10; June, 47
Warner, Dr. Arthur E., May, 28
Weaver, Robert C., Feb., 52
Welcome to New MBA Staff Members, A, Oct., 22
Whys and Hows of Record Retention, The (Klein & Watson), Apr., 63
Wilson, George I. & Philip W. Powers, Jan., 43
Wilson, Kathy, Apr., 22
Wood, Burton, Jan., 19
Wrap-around Mortgages: An Update (Bigelow), Nov., 13

**Announcing a new edition of—
Monthly Mortgage Calculator for
Conventional and FHA Loans
now with mortgage rates to 15%**

The recent rapid rise in interest rates has made most books of mortgage payment tables obsolete. So we have just published this new edition of our popular *Monthly Mortgage Calculator for Conventional and FHA Loans*, and it may be ordered now. It contains payments for conventional mortgage rates up to 15%, and FHA rates to 13½%. The full scope is listed below, along with quantity prices.

Makes ideal promotional gift to customers in real estate.

You undoubtedly do business with people involved in real estate, such as realtors, attorneys, accountants, investors, and contractors. They will appreciate this new book not only when you present it, but they will carry it constantly and refer to it many times each day. Your firm's imprint in gold on the front cover becomes a constant reminder of the source. An imprint of up to 4 lines in our standard typeface is included in the prices below on orders of 100 or more. Orders of less than 100 will be imprinted at a cost of \$2.00 per line per order, minimum charge \$10.00. Imprinting with your logotype or special lettering is also available.

SCOPE

Conventional Mortgages—Rates: 9% to 15% by ¼%

Maturities: 1, 1½, 2, 3, 4, 5, 8, 10, 12, 15 to 30 years by years; 35 and 40 years.

Amounts: \$50; \$100 to \$2,500 by \$100; \$2,500 to \$35,000 by \$500; by \$1,000 to \$65,000; by \$2,500 to \$75,000; by \$5,000 to \$100,000.

FHA Mortgages (Payment includes 1st year MIP.)

Rates: 10% to 13½% by ¼%, **Amounts:** to \$100,000, **Loan Progress Charts.**

Auxiliary Tables: quarterly, semi-annual and annual basic payments.

Size: 4 x 6½ inches, 256 pages, light blue cover.

PRICES

Single Copy \$5.00	25 copies @ \$1.60	500 copies @ \$.87
3 copies @ 4.25	50 copies @ 1.25	1000 copies @ .79
5 copies @ 3.35	100 copies @ 1.05	2500 copies @ .72
10 copies @ 2.35	250 copies @ .95	5000 copies @ .67

Please send me _____ copies of *Monthly Mortgage Calculator for Conventional and FHA Loans* (Pub. No. 391). My imprint instructions follow (see imprint information above):



FINANCIAL
PUBLISHING
COMPANY

82 Brookline Avenue
Boston, Massachusetts 02215
(617) 262-4040

Name	Title
------	-------

Company

Address

City/State/Zip _____

☐ Please also send me your latest Catalog.

☐ Bill me ☐ Bill firm ☐ Check enclosed